

August 15, 1985

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:

Information systems planning decisions are getting more complex every day--technology reviews, end-user requirements, productivity issues, IS positioning in corporate goals. INPUT can give you assimilated and concrete data along with sound tactical and strategic recommendations needed for your forward planning.

INPUT's Information Systems Planning Service (ISPS) is a research-based planning program that provides you with accurate and timely data and strategic tactical recommendations to unravel the complexities and greatly reduce the risks of making costly, uninformed decisions. INPUT focuses on questions you must answer to guide your information systems organization through the changes ahead:

- How much should you spend on central and end-user computing?
- How much are other organizations spending?
- What real improvements in productivity are possible through the use of information systems, and how can you improve internal productivity?
- How can you best structure the IS department to support the total organization, address end-user needs, and streamline operations?

The ISPS program provides proven and practical guidelines to answer these questions for top management, your users, and your staff.

INPUT is offering new clients the opportunity to participate in one or more of the 1985 ISPS programs including: Corporate Systems Planning, End-User Systems Planning, Software Planning, and Telecommunications Planning. Reports included in each program are described in the enclosed summary. You also get the full benefit of INPUT's expertise via consultation with senior people. Because of the flexibility of the ISPS, you may select individual programs or design your own tailor-made planning program to meet your specific requirements. Pricing for the program(s) are listed on the attached subscription agreement.

I will call you next week to discuss how INPUT can assist you to meet your short- and long-term planning needs and to arrange for a presentation of the program.

Very truly yours,

Harvey C. Tschupp  
Principal Consultant

HCT:ml

Enclosure



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1. The first of these is the fact that the patient is not in a position to give a reliable history of his symptoms.

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1. The first part of the paper is devoted to the study of the properties of the function  $f(x)$  defined by the equation  $f(x) = \int_0^x f(t) dt$ . It is shown that  $f(x)$  is a constant function, and its value is determined by the initial condition  $f(0) = 1$ .

2. In the second part, we consider the problem of finding the maximum value of the function  $f(x)$  on the interval  $[0, 1]$ . It is shown that the maximum value is attained at  $x = 0$  and is equal to 1.

3. The third part of the paper is devoted to the study of the properties of the function  $f(x)$  defined by the equation  $f(x) = \int_0^x f(t) dt$ . It is shown that  $f(x)$  is a constant function, and its value is determined by the initial condition  $f(0) = 1$ .

4. In the fourth part, we consider the problem of finding the maximum value of the function  $f(x)$  on the interval  $[0, 1]$ . It is shown that the maximum value is attained at  $x = 0$  and is equal to 1.

5. The fifth part of the paper is devoted to the study of the properties of the function  $f(x)$  defined by the equation  $f(x) = \int_0^x f(t) dt$ . It is shown that  $f(x)$  is a constant function, and its value is determined by the initial condition  $f(0) = 1$ .

6. In the sixth part, we consider the problem of finding the maximum value of the function  $f(x)$  on the interval  $[0, 1]$ . It is shown that the maximum value is attained at  $x = 0$  and is equal to 1.

7. The seventh part of the paper is devoted to the study of the properties of the function  $f(x)$  defined by the equation  $f(x) = \int_0^x f(t) dt$ . It is shown that  $f(x)$  is a constant function, and its value is determined by the initial condition  $f(0) = 1$ .

8. In the eighth part, we consider the problem of finding the maximum value of the function  $f(x)$  on the interval  $[0, 1]$ . It is shown that the maximum value is attained at  $x = 0$  and is equal to 1.

9. The ninth part of the paper is devoted to the study of the properties of the function  $f(x)$  defined by the equation  $f(x) = \int_0^x f(t) dt$ . It is shown that  $f(x)$  is a constant function, and its value is determined by the initial condition  $f(0) = 1$ .

10. In the tenth part, we consider the problem of finding the maximum value of the function  $f(x)$  on the interval  $[0, 1]$ . It is shown that the maximum value is attained at  $x = 0$  and is equal to 1.



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the 1st of June, 1862, at  
the residence of the late  
John C. Smith, deceased,  
at the age of 21 years.

Witness my hand and seal  
this 1st day of June, 1862.

John C. Smith, deceased,  
at the age of 21 years,  
being duly sworn, deposes and says  
that he is the son of the late

John C. Smith, deceased,  
and that he is the owner of the

property described in the  
 foregoing petition, and that he  
is the owner of the same,  
and that he is the owner of the

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Mr. Grzanka

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Mr. Streett

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index117. Mr. Albert E. Petersen  
 Senior Vice President  
 MANUFACTURERS AND TRADERS TRUST COMPANY  
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 Division Vice President, Information and  
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 Scott Plaza  
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 Mr. John

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1. The first part of the document is a letter from the President of the United States to the Congress, dated January 3, 1862. It is a very important document, as it contains the President's views on the state of the Union and the progress of the war.

2. The second part of the document is a report from the Secretary of the War Department, dated January 10, 1862. It contains a detailed account of the military operations of the Army during the year 1861.

3. The third part of the document is a report from the Secretary of the Navy Department, dated January 10, 1862. It contains a detailed account of the naval operations of the Navy during the year 1861.

4. The fourth part of the document is a report from the Secretary of the Department of the Interior, dated January 10, 1862. It contains a detailed account of the operations of the Department during the year 1861.

5. The fifth part of the document is a report from the Secretary of the Department of the Treasury, dated January 10, 1862. It contains a detailed account of the operations of the Department during the year 1861.

6. The sixth part of the document is a report from the Secretary of the Department of the State, dated January 10, 1862. It contains a detailed account of the operations of the Department during the year 1861.

7. The seventh part of the document is a report from the Secretary of the Department of the War, dated January 10, 1862. It contains a detailed account of the operations of the Department during the year 1861.

8. The eighth part of the document is a report from the Secretary of the Department of the Navy, dated January 10, 1862. It contains a detailed account of the operations of the Department during the year 1861.

9. The ninth part of the document is a report from the Secretary of the Department of the Interior, dated January 10, 1862. It contains a detailed account of the operations of the Department during the year 1861.

10. The tenth part of the document is a report from the Secretary of the Department of the Treasury, dated January 10, 1862. It contains a detailed account of the operations of the Department during the year 1861.

11. The eleventh part of the document is a report from the Secretary of the Department of the State, dated January 10, 1862. It contains a detailed account of the operations of the Department during the year 1861.

12. The twelfth part of the document is a report from the Secretary of the Department of the War, dated January 10, 1862. It contains a detailed account of the operations of the Department during the year 1861.

13. The thirteenth part of the document is a report from the Secretary of the Department of the Navy, dated January 10, 1862. It contains a detailed account of the operations of the Department during the year 1861.



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1. The first part of the document is a list of names and addresses, which are arranged in a columnar fashion. The names are written in a cursive script, and the addresses are written in a more formal, printed style. The list appears to be a directory or a roster of some kind.

2. The second part of the document is a series of short, handwritten notes or entries. These are written in a cursive script and are arranged in a columnar fashion, similar to the first part. The notes appear to be related to the names and addresses listed above.

3. The third part of the document is a series of short, handwritten notes or entries. These are written in a cursive script and are arranged in a columnar fashion, similar to the first part. The notes appear to be related to the names and addresses listed above.

4. The fourth part of the document is a series of short, handwritten notes or entries. These are written in a cursive script and are arranged in a columnar fashion, similar to the first part. The notes appear to be related to the names and addresses listed above.

5. The fifth part of the document is a series of short, handwritten notes or entries. These are written in a cursive script and are arranged in a columnar fashion, similar to the first part. The notes appear to be related to the names and addresses listed above.

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8. The eighth part of the document is a series of short, handwritten notes or entries. These are written in a cursive script and are arranged in a columnar fashion, similar to the first part. The notes appear to be related to the names and addresses listed above.

9. The ninth part of the document is a series of short, handwritten notes or entries. These are written in a cursive script and are arranged in a columnar fashion, similar to the first part. The notes appear to be related to the names and addresses listed above.

10. The tenth part of the document is a series of short, handwritten notes or entries. These are written in a cursive script and are arranged in a columnar fashion, similar to the first part. The notes appear to be related to the names and addresses listed above.

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1. The first part of the paper is devoted to the study of the

properties of the function  $f(x)$  defined by the equation

$$f(x) = \int_0^x \frac{1}{1+t^2} dt$$

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1. The first part of the paper is devoted to a general discussion of the problem of the existence of solutions of the system of equations  

$$\frac{dx}{dt} = A(x)u, \quad \frac{dy}{dt} = B(y)v,$$
 where  $A(x)$  and  $B(y)$  are matrices depending on  $x$  and  $y$  respectively, and  $u$  and  $v$  are control functions. It is shown that under certain conditions the system has a solution for any initial conditions.  
 2. In the second part the problem of the existence of solutions of the system of equations  

$$\frac{dx}{dt} = A(x)u, \quad \frac{dy}{dt} = B(y)v,$$
 is considered, where  $A(x)$  and  $B(y)$  are matrices depending on  $x$  and  $y$  respectively, and  $u$  and  $v$  are control functions. It is shown that under certain conditions the system has a solution for any initial conditions.  
 3. In the third part the problem of the existence of solutions of the system of equations  

$$\frac{dx}{dt} = A(x)u, \quad \frac{dy}{dt} = B(y)v,$$
 is considered, where  $A(x)$  and  $B(y)$  are matrices depending on  $x$  and  $y$  respectively, and  $u$  and  $v$  are control functions. It is shown that under certain conditions the system has a solution for any initial conditions.  
 4. In the fourth part the problem of the existence of solutions of the system of equations  

$$\frac{dx}{dt} = A(x)u, \quad \frac{dy}{dt} = B(y)v,$$
 is considered, where  $A(x)$  and  $B(y)$  are matrices depending on  $x$  and  $y$  respectively, and  $u$  and  $v$  are control functions. It is shown that under certain conditions the system has a solution for any initial conditions.  
 5. In the fifth part the problem of the existence of solutions of the system of equations  

$$\frac{dx}{dt} = A(x)u, \quad \frac{dy}{dt} = B(y)v,$$
 is considered, where  $A(x)$  and  $B(y)$  are matrices depending on  $x$  and  $y$  respectively, and  $u$  and  $v$  are control functions. It is shown that under certain conditions the system has a solution for any initial conditions.  
 6. In the sixth part the problem of the existence of solutions of the system of equations  

$$\frac{dx}{dt} = A(x)u, \quad \frac{dy}{dt} = B(y)v,$$
 is considered, where  $A(x)$  and  $B(y)$  are matrices depending on  $x$  and  $y$  respectively, and  $u$  and  $v$  are control functions. It is shown that under certain conditions the system has a solution for any initial conditions.  
 7. In the seventh part the problem of the existence of solutions of the system of equations  

$$\frac{dx}{dt} = A(x)u, \quad \frac{dy}{dt} = B(y)v,$$
 is considered, where  $A(x)$  and  $B(y)$  are matrices depending on  $x$  and  $y$  respectively, and  $u$  and  $v$  are control functions. It is shown that under certain conditions the system has a solution for any initial conditions.  
 8. In the eighth part the problem of the existence of solutions of the system of equations  

$$\frac{dx}{dt} = A(x)u, \quad \frac{dy}{dt} = B(y)v,$$
 is considered, where  $A(x)$  and  $B(y)$  are matrices depending on  $x$  and  $y$  respectively, and  $u$  and  $v$  are control functions. It is shown that under certain conditions the system has a solution for any initial conditions.  
 9. In the ninth part the problem of the existence of solutions of the system of equations  

$$\frac{dx}{dt} = A(x)u, \quad \frac{dy}{dt} = B(y)v,$$
 is considered, where  $A(x)$  and  $B(y)$  are matrices depending on  $x$  and  $y$  respectively, and  $u$  and  $v$  are control functions. It is shown that under certain conditions the system has a solution for any initial conditions.  
 10. In the tenth part the problem of the existence of solutions of the system of equations  

$$\frac{dx}{dt} = A(x)u, \quad \frac{dy}{dt} = B(y)v,$$
 is considered, where  $A(x)$  and  $B(y)$  are matrices depending on  $x$  and  $y$  respectively, and  $u$  and  $v$  are control functions. It is shown that under certain conditions the system has a solution for any initial conditions.

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1. The first part of the paper is devoted to a general discussion of the problem of the existence of solutions of the system of equations (1) for arbitrary values of the parameters  $\alpha$  and  $\beta$ . It is shown that the system has solutions for all values of the parameters  $\alpha$  and  $\beta$  if the function  $f(x)$  is continuous and has a bounded derivative.

2. In the second part of the paper the problem of the uniqueness of the solutions of the system (1) is considered. It is shown that the system has a unique solution for all values of the parameters  $\alpha$  and  $\beta$  if the function  $f(x)$  is continuous and has a bounded derivative.

3. In the third part of the paper the problem of the stability of the solutions of the system (1) is considered. It is shown that the system has stable solutions for all values of the parameters  $\alpha$  and  $\beta$  if the function  $f(x)$  is continuous and has a bounded derivative.

4. In the fourth part of the paper the problem of the asymptotic behavior of the solutions of the system (1) is considered. It is shown that the system has asymptotically stable solutions for all values of the parameters  $\alpha$  and  $\beta$  if the function  $f(x)$  is continuous and has a bounded derivative.

5. In the fifth part of the paper the problem of the periodicity of the solutions of the system (1) is considered. It is shown that the system has periodic solutions for all values of the parameters  $\alpha$  and  $\beta$  if the function  $f(x)$  is continuous and has a bounded derivative.

6. In the sixth part of the paper the problem of the bifurcation of the solutions of the system (1) is considered. It is shown that the system has bifurcating solutions for all values of the parameters  $\alpha$  and  $\beta$  if the function  $f(x)$  is continuous and has a bounded derivative.

7. In the seventh part of the paper the problem of the chaos of the solutions of the system (1) is considered. It is shown that the system has chaotic solutions for all values of the parameters  $\alpha$  and  $\beta$  if the function  $f(x)$  is continuous and has a bounded derivative.

8. In the eighth part of the paper the problem of the ergodicity of the solutions of the system (1) is considered. It is shown that the system has ergodic solutions for all values of the parameters  $\alpha$  and  $\beta$  if the function  $f(x)$  is continuous and has a bounded derivative.

9. In the ninth part of the paper the problem of the mixing of the solutions of the system (1) is considered. It is shown that the system has mixing solutions for all values of the parameters  $\alpha$  and  $\beta$  if the function  $f(x)$  is continuous and has a bounded derivative.

10. In the tenth part of the paper the problem of the transitivity of the solutions of the system (1) is considered. It is shown that the system has transitive solutions for all values of the parameters  $\alpha$  and  $\beta$  if the function  $f(x)$  is continuous and has a bounded derivative.



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 names of the persons who have  
 been appointed to the various  
 offices of the Board of  
 Directors of the  
 City of New York, for the  
 year 1898.  
 The names are given in  
 alphabetical order, and  
 the offices to which they  
 have been appointed are  
 given in parentheses.  
 The names of the persons  
 who have been appointed to  
 the offices of the Board of  
 Directors of the City of  
 New York, for the year  
 1898, are given in  
 alphabetical order, and  
 the offices to which they  
 have been appointed are  
 given in parentheses.  
 The names of the persons  
 who have been appointed to  
 the offices of the Board of  
 Directors of the City of  
 New York, for the year  
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index1. Mr. William Synnott  
Senior Vice President, ISS  
The First National Bank of Boston  
99 High Street  
Boston, MA 02105  
Mr. Synnott





index,name,address,salutation

index1. Mr. William Synnott

Senior Vice President, ISS

THE FIRST NATIONAL BANK OF BOSTON

99 High Street

Boston, MA 02105

Mr. Synnott

index2. Mr. Emmott Zahn

Executive Vice President & Division Manager

THE OPTIONS EXCHANGE

La Salle at Van Buren

Chicago, IL 60605

Mr. Zahn

index3. Mr. Raymond C. Bell, Jr.

Information Services Strategic Planning

AMOCO CORPORATION

200 E. Randolph Drive

P.O. Box 5910-A

Chicago, IL 60680

Mr. Bell

index4. Mr. Roger Beard

Vice President, Data Processing

WETTERAU

407 Dunn road

Horissant, MO 63031

Mr. Beard

index5. Mr. John Watts

Vice President & Director, MIS

DIEBOLD

P.O. Box 8230

Canton, OH 44711

Mr. Watts

index6. Mr. Dean Holm

ABBOTT LABORATORIES

Route 43 & 137, Abbott Park

North Chicago, IL 60064

Mr. Holm

index7. Mr. Gary Malinski

Manager, Data Processing

UNITED INSURANCE COMPANY OF AMERICA

One E. Wacker Drive

Chicago, IL 60601

Mr. Malinski

index8. Ms. Susan Arnin

CATERPILLAR TRACTOR

100 Northeast Avenue

Peoria, IL 61601

Ms. Arnin

index9. Mr. Thomas B. Walsh

Director, Technical Services

CHAMPION INTERNATIONAL CORPORATION

101 Knightsbridge Drive

Hamilton, OH 45020

Mr. Walsh

The first of these is the fact that the  
 system is not a simple one, and that  
 the results are not always the same.  
 The second is that the system is not  
 always the same, and that the results  
 are not always the same.  
 The third is that the system is not  
 always the same, and that the results  
 are not always the same.  
 The fourth is that the system is not  
 always the same, and that the results  
 are not always the same.  
 The fifth is that the system is not  
 always the same, and that the results  
 are not always the same.  
 The sixth is that the system is not  
 always the same, and that the results  
 are not always the same.  
 The seventh is that the system is not  
 always the same, and that the results  
 are not always the same.  
 The eighth is that the system is not  
 always the same, and that the results  
 are not always the same.  
 The ninth is that the system is not  
 always the same, and that the results  
 are not always the same.  
 The tenth is that the system is not  
 always the same, and that the results  
 are not always the same.

index10. Mr. Tom Stump  
 Vice President  
 HOUSEHOLD FINANCE  
 2700 Sanders Road  
 Prospect Heights, IL 60070  
 Mr. Stump  
 index11. Mr. Harold Patzelt  
 General Manager, Information Systems  
 NALCO CHEMICAL  
 6216 W. 66th Place  
 Chicago, IL 60638  
 Mr. Patzelt  
 index12. Mr. Nick Petey  
 Director, MIS  
 SPIEGEL, INC.  
 Regency Towers  
 Oak Brook, IL 60521  
 Mr. Petey  
 index13. Mr. James J. Muth  
 Manager, Corporate Computer Services  
 CBI INDUSTRIES  
 800 Jorie Boulevard  
 Oak Brook, IL 60521  
 Mr. Muth  
 index14. Mr. Paul M. Ingelvaldson  
 Director, Data Processing  
 ACE HARDWARE COMPANY  
 2200 Kensington Court  
 Oak Brook, IL 60521  
 Mr. Ingelvaldson  
 index15. Mr. Robert Bulen  
 Director, Computer Systems  
 DEERE & COMPANY  
 John Deere Road  
 Moline, IL 61265  
 Mr. Bulen  
 index16. Mr. Jerry Meatman  
 Vice President  
 KEMPER CORPORATION  
 Route 22  
 Long Grove, IL 60049  
 Mr. Meatman  
 index17. Mr. C. Richard Keener  
 Vice President & Director, Systems Services  
 KRAFT, INC.  
 Kraft Court  
 Glenview, IL 60025  
 Mr. Keener  
 index18. Mr. R. L. Hiltensburg  
 Manager, Data Processing  
 ILLINOIS POWER  
 500 S. 27th Street  
 Decatur, IL 62525  
 Mr. Hiltensburg



index19. Mr. Michael Schwab  
Director, Chicago Computer Center  
U.A.L.

P.O. Box 66100  
Chicago, IL 60666

Mr. Schwab

index20. Mr. Richard Shelgren  
Managing Director, MIS  
TRAILER TRAIN COMPANY

101 N. Wacker Drive  
Chicago, IL 60606

Mr. Shelgren

index21. Mr. John W. Bowyer  
Vice President, Corporate Information  
Systems & Services

INTERNATIONAL HARVESTER

401 N. Michigan  
Chicago, IL 60611

Mr. Bowyer

index22. Mr. Michael Henderson  
Director, Hardware/Software Communications

GATX CORPORATION

120 S. Riverside Plaza  
Chicago, IL 60606

Mr. Henderson

index23. Mr. James Kerwin  
Corporate Director, MIS

BELL & HOWELL  
7100 McCormick Road  
Chicago, IL 60645

Mr. Kerwin

index24. Mr. Thomas O. Brant  
Director, MIS

BEATRICE FOODS  
3534 S. Kostner Avenue

Chicago, IL 60632  
Mr. Brant

1

Sent and  
Copied

to

Harvey





Harvey

ML 81385  
Gift to Steve

INPUT

PARK 80 PLAZA WEST-1, SADDLE BROOK, NEW JERSEY 07662

(201) 368-9471

HARVEY TSCHURP  
Principal Consultant

Typed List

When did they  
go into total.

19 letters. 3 attachments

Randi:

Received list this Fri from  
Jan of mailings to Eastern  
Region.

Ok add the attached to my  
list & mail complet 15PS  
plus KSRAP.

There are some duplicate companies  
here, but they are addressed to  
Senior Mgt. want mailing to go to  
these people also -

Ok send me a list so I may Fd  
by phone - after your mailing.

Thanks,  
Harvey



Prospect Control Data Entry

Company Name: Washington Metro Transit Authority

Contact Name: J. Michael Murray

Title: Dir. Mat. Info. Svc.

Address: 600 Fifth Street N.W.

City: Washington State: D.C. Zip: 20009

Area Code: 202 Phone: 637-1292

Revenue Size (Millions): \_\_\_\_\_

Account Status (Circle P) = prospect C = Client O = Offer  
in process  
(proposal out)

CSP

Large Systems	P	C	O
Small Systems	P	C	O
Office Systems	P	C	O
Telecommuni.	P	C	O
TPM	P	C	O

ISPS

Corporate	P	C	O
Software	P	C	O
End User	P	C	O
Telecom.	P	C	O

MAPS

Info. Svc.	P	C	O
Process/Turnk.	P	C	O
Softw/Prof.	P	C	O
Micro Sw/Svc	P	C	O
SRS	P	C	O
Small Co. Prog.	P	C	O

CAMP

P	C	O
---	---	---

FISSP

P	C	O
---	---	---

Comments: \_\_\_\_\_



Prospect Control Data Entry

Company Name: DAYS INNS OF AMERICA, INC.  
Contact Name: E.O. HANSON  
Title: VP. Mgt Info System  
Address: 2751 Buford Hwy N.E.  
City: Atlanta State: Ga Zip: 30324  
Area Code: 404 Phone: 325-4000

Revenue Size (Millions): \_\_\_\_\_

Account Status (Circle P = prospect C = Client O = Offer in process (proposal out))

CSP

Large Systems	P	C	O
Small Systems	P	C	O
Office Systems	P	C	O
Telecommuni.	P	C	O
TPM	P	C	O

ISPS

Corporate	P	C	O
Software	P	C	O
End User	P	C	O
Telecom.	P	C	O

MAPS

Info. Svc.	P	C	O
Process/Twrk.	P	C	O
Softw/Prof.	P	C	O
Micro Sw/Svc	P	C	O
SRS	P	C	O
Small Co. Prog.	P	C	O

CAMP

P	C	O
---	---	---

FISSP

P	C	O
---	---	---

Comments: \_\_\_\_\_



Prospect Control Data EntryCompany Name: GENESCO, INC.Contact Name: LARRY SHERMANTitle: Dir. Mgt Info SvcAddress: PO Box 731City: Nashville State: Tenn Zip: 37202Area Code: 615 Phone: 367-7807

Revenue Size (Millions): \_\_\_\_\_

Account Status (Circle P) prospect C = Client O = Offer  
in process  
(proposal out)CSP

Large Systems	P	C	O
Small Systems	P	C	O
Office Systems	P	C	O
Telecommuni.	P	C	O
TPM	P	C	O

ISPS

Corporate	P	C	O
Software	P	C	O
End User	P	C	O
Telecom.	P	C	O

MAPS

Info. Svc.	P	C	O
Process/Twink.	P	C	O
Softw/Prof.	P	C	O
Micro Sw/Svc	P	C	O
SRS	P	C	O
Small Co. Prog.	P	C	O

<u>CAMP</u>	P	C	O
-------------	---	---	---

<u>FISSP</u>	P	C	O
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Comments: \_\_\_\_\_





Prospect Control Data Entry

Company Name: Federal Express  
 Contact Name: RON J. PONDER  
 Title: Sr. Vp. Pres. - Systems & Automation  
 Address: P.O. Box 727

City: Memphis State: Tenn Zip: 38194  
 Area Code: 901 Phone: 797-5691

Revenue Size (Millions): \_\_\_\_\_

Account Status (Circle P=prospect C=Client O=Offer  
 in process  
 (proposal out))

CSP

Large Systems	P	C	O
Small Systems	P	C	O
Office Systems	P	C	O
Telecommuni.	P	C	O
TPM	P	C	O

ISPS

Corporate	P	C	O
Software	P	C	O
End User	P	C	O
Telecom.	P	C	O

MAPS

Info. Svc.	P	C	O
Process/Twsk.	P	C	O
Softw/Prof.	P	C	O
Micro Sw/Svc	P	C	O
SRS	P	C	O
Small Co. Prog.	P	C	O

CAMP

P	C	O
---	---	---

FISSP

P	C	O
---	---	---

Comments: \_\_\_\_\_



Prospect Control Data Entry

Company Name: U.S. AIR INC  
 Contact Name: J. KLIGER  
 Title: Vice Pres. Data Processing  
 Address: Washington National Airport  
 City: Washington State: D.C. Zip: 20001  
 Area Code: 203- Phone: 385-5584

Revenue Size (Millions): \_\_\_\_\_

Account Status (Circle P=prospect C=Client O=Offer  
 in process  
 (proposal out))

CSP

Large Systems	P	C	O
Small Systems	P	C	O
Office Systems	P	C	O
Telecommuni.	P	C	O
TPM	P	C	O

ISPS

Corporate	P	C	O
Software	P	C	O
End User	P	C	O
Telecom.	P	C	O

MAPS

Info. Svc.	P	C	O
Process/Twink.	P	C	O
Softw/Prof.	P	C	O
Micro Sw/Svc	P	C	O
SRS	P	C	O
Small Co. Prog.	P	C	O

CAMP

	P	C	O
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FISSP

	P	C	O
--	---	---	---

Comments: \_\_\_\_\_



Prospect Control Data Entry

Company Name: U. S. AIR INC.  
 Contact Name: John SHUPE  
 Title: Dir. Computer Services  
 Address: Washington National Airport  
 City: Washington State: D.C. Zip: 20001  
 Area Code: 202 Phone: 388-5590

Revenue Size (Millions): \_\_\_\_\_

Account Status (Circle P = prospect C = Client O = Offer  
 in process  
 (proposal out))

CSP

Large Systems	P	C	O
Small Systems	P	C	O
Office Systems	P	C	O
Telecommuni.	P	C	O
TPM	P	C	O

ISPS

Corporate	P	C	O
Software	P	C	O
End User	P	C	O
Telecom.	P	C	O

MAPS

Info. Svc.	P	C	O
Process/Turnk.	P	C	O
Softw/Prof.	P	C	O
Micro Sw/Svc	P	C	O
SRS	P	C	O
Small Co. Prog.	P	C	O

CAMP

P	C	O
---	---	---

FISSP

P	C	O
---	---	---

Comments: \_\_\_\_\_



Prospect Control Data EntryCompany Name: Southern C. Services, Inc.Contact Name: M. EVEL WADE Jr.Title: Senior V. Pres - Info ServicesAddress: 64 Perimeter CTR ECity: Atlanta State: Ga. Zip: 30346Area Code: 404 Phone: 399-3545

Revenue Size (Millions): \_\_\_\_\_

Account Status (Circle P = prospect C = Client O = Offer  
in process  
(proposal out))CSP

Large Systems	P	C	O
Small Systems	P	C	O
Office Systems	P	C	O
Telecommuni.	P	C	O
TPM	P	C	O

ISPS

Corporate	P	C	O
Software	P	C	O
End User	P	C	O
Telecom.	P	C	O

MAPS

Info. Svc.	P	C	O
Process/Twark.	P	C	O
Softw/Prof.	P	C	O
Micro Sw/Svc	P	C	O
SRS	P	C	O
Small Co. Prog.	P	C	O

<u>CAMP</u>	P	C	O
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<u>FISSP</u>	P	C	O
--------------	---	---	---

Comments: \_\_\_\_\_





Prospect Control Data Entry

Company Name: Carlin Power & Light  
 Contact Name: Ray Stallings  
 Title: Mgr. Info. Mgt. Dept.  
 Address: 411 Fayetteville St  
 City: Raleigh State: N. Carlin Zip: 27602  
 Area Code: 919 Phone: 836-6586

Revenue Size (Millions): \_\_\_\_\_

Account Status (Circle P = prospect C = Client O = Offer  
 in process  
 (proposal out))

CSP

Large Systems	P	C	O
Small Systems	P	C	O
Office Systems	P	C	O
Telecommuni.	P	C	O
TPM	P	C	O

ISPS

Corporate	P	C	O
Software	P	C	O
End User	P	C	O
Telecom.	P	C	O

MAPS

Info. Svc.	P	C	O
Process/Turnk.	P	C	O
Softw/Prof.	P	C	O
Micro Sw/Svc	P	C	O
SRS	P	C	O
Small Co. Prog.	P	C	O

CAMP

P	C	O
---	---	---

FISSP

P	C	O
---	---	---

Comments: \_\_\_\_\_



Prospect Control Data Entry

Company Name: VITRO CORP.  
 Contact Name: Sam PACE  
 Title: Mgr. - Computer Sys./Facilities Supp  
 Address: 14000 Georgia Avenue  
 City: Silver Springs State: Ind. Zip: 2090  
 Area Code: 301 Phone: 871-7200

Revenue Size (Millions): \_\_\_\_\_

Account Status (Circle P = prospect C = Client O = Offer  
 in process  
 (proposal out))

CSP

Large Systems	P	C	O
Small Systems	P	C	O
Office Systems	P	C	O
Telecommuni.	P	C	O
TPM	P	C	O

ISPS

Corporate	P	C	O
Software	P	C	O
End User	P	C	O
Telecom.	P	C	O

MAPS

Info. Svc.	P	C	O
Process/Turnk.	P	C	O
Softw/Prof.	P	C	O
Micro Sw/Svc	P	C	O
SRS	P	C	O
Small Co. Prog.	P	C	O

CAMP

P	C	O
---	---	---

FISSP

P	C	O
---	---	---

Comments: \_\_\_\_\_



Company Name: Tennessee Valley Authority  
 Contact Name: Morris BRANCH  
 Title: Division Director - Mgr. Systems  
 Address: 200 Hamilton Annex  
 City: Knoxville State: Tenn Zip: 37902  
 Area Code: 615 Phone: 632-6700

Revenue Size (Millions): \_\_\_\_\_

Account Status (Circle P prospect C = Client O = Offer  
 in process  
 (proposal out))

CSP

Large Systems	P	C	O
Small Systems	P	C	O
Office Systems	P	C	O
Telecommuni.	P	C	O
TPM	P	C	O

ISPS

Corporate	P	C	O
Software	P	C	O
End User	P	C	O
Telecom.	P	C	O

MAPS

Info. Svc.	P	C	O
Process/Turk.	P	C	O
Softw/Prof.	P	C	O
Micro Sw/Svc	P	C	O
SRS	P	C	O
Small Co. Prog.	P	C	O

CAMP

P	C	O
---	---	---

FISSP

P	C	O
---	---	---

Comments: \_\_\_\_\_



Prospect Control Data Entry

Company Name: Tennessee Valley Authority  
 Contact Name: James Stewart  
 Title: Planning Specialist  
 Address: 150 West 11th Street  
Mail Stop DC 2N12A-L  
 City: Chattanooga State: Tenn Zip: 37401  
 Area Code: 615 Phone: 751-0011

Revenue Size (Millions): \_\_\_\_\_

Account Status (Circle P = prospect C = Client O = Offer in process (proposal out))

CSP

Large Systems	P	C	O
Small Systems	P	C	O
Office Systems	P	C	O
Telecommuni.	P	C	O
TPM	P	C	O

MAPS

Info. Svc.	P	C	O
Process/Txrk.	P	C	O
Softw/Prof.	P	C	O
Micro Sw/Svc	P	C	O
SRS	P	C	O
Small Co. Prog.	P	C	O

ISPS

Corporate	P	C	O
Software	P	C	O
End User	P	C	O
Telecom.	P	C	O

CAMP

	P	C	O
--	---	---	---

FISSP

	P	C	O
--	---	---	---

Comments: \_\_\_\_\_





Prospect Control Data Entry

Company Name: Tennessee Valley Authority  
Contact Name: William S. MOORE  
Title: Chief ADP Policy and Planning  
Address: Room 200 HBA-K  
400 Summit Hill Drive  
City: Knoxville State: Tenn. Zip: 37902  
Area Code: 615 Phone: 632-6700

Revenue Size (Millions): \_\_\_\_\_

Account Status (Circle P = prospect C = Client O = Offer in process (proposal out))

<u>CSP</u>				<u>MAPS</u>			
Large Systems	P	C	O	Info. Svc.	P	C	O
Small Systems	P	C	O	Process/Turnk.	P	C	O
Office Systems	P	C	O	Softw/Prof.	P	C	O
Telecommuni.	P	C	O	Micro Sw/Svc	P	C	O
TPM	P	C	O	SRS	P	C	O
				Small Co. Prog.	P	C	O
<u>ISPS</u>				<u>CAMP</u>	P	C	O
Corporate	P	C	O				
Software	P	C	O	<u>FISSP</u>	P	C	O
End User	P	C	O				
Telecom.	P	C	O				

Comments: \_\_\_\_\_



Prospect Control Data Entry

Company Name: Blue Cross Blue Shield of North Carolina  
 Contact Name: Bill Long  
 Title: Dir M. I. S.  
 Address: PO Box 2291

City: Durham State: NC Zip: 27702  
 Area Code: 919 Phone: 489-7431

Revenue Size (Millions): \_\_\_\_\_

Account Status (Circle P = prospect C = Client O = Offer  
 in process  
 (proposal out))

CSP

Large Systems	P	C	O
Small Systems	P	C	O
Office Systems	P	C	O
Telecommuni.	P	C	O
TPM	P	C	O

ISPS

Corporate	P	C	O
Software	P	C	O
End User	P	C	O
Telecom.	P	C	O

MAPS

Info. Svc.	P	C	O
Process/Turnk.	P	C	O
Softw/Prof.	P	C	O
Micro Sw/Svc	P	C	O
SRS	P	C	O
Small Co. Prog.	P	C	O

CAMP

P	C	O
---	---	---

FISSP

P	C	O
---	---	---

Comments: \_\_\_\_\_



Prospect Control Data Entry

Company Name: Blue Cross / Blue Shield of North Carolina  
Contact Name: John E. DYE  
Title: V.P. Info Systems  
Address: PO Box 2291

City: Denham State: N. Carolina Zip: 27702  
Area Code: 919 Phone: 489-7431

Revenue Size (Millions): \_\_\_\_\_

Account Status (Circle P = prospect C = Client O = Offer in process (proposal out))

CSP

Large Systems	P	C	O
Small Systems	P	C	O
Office Systems	P	C	O
Telecommuni.	P	C	O
TPM	P	C	O

ISPS

Corporate	P	C	O
Software	P	C	O
End User	P	C	O
Telecom.	P	C	O

MAPS

Info. Svc.	P	C	O
Process/Turnk.	P	C	O
Softw/Prof.	P	C	O
Micro Sw/Svc	P	C	O
SRS	P	C	O
Small Co. Prog.	P	C	O

CAMP

P	C	O
---	---	---

FISSP

P	C	O
---	---	---

Comments: \_\_\_\_\_



Company Name: CELANESE FIBERS/SUB OF CELANESEContact Name: ROBERT OSBORNTitle: Dir Mgt SvcAddress: P.O. Box 32414City: Charlotte State: No. Carolin Zip: 28232Area Code: 704 Phone: 554-2000

Revenue Size (Millions): \_\_\_\_\_

Account Status (Circle P = prospect C = Client O = Offer in process (proposal out))CSP

Large Systems	P	C	O
Small Systems	P	C	O
Office Systems	P	C	O
Telecommuni.	P	C	O
TPM	P	C	O

ISPS

Corporate	P	C	O
Software	P	C	O
End User	P	C	O
Telecom.	P	C	O

MAPS

Info. Svc.	P	C	O
Process/Turnk.	P	C	O
Softw/Prof.	P	C	O
Micro Sw/Svc	P	C	O
SRS	P	C	O
Small Co. Prog.	P	C	O

CAMP

P	C	O
---	---	---

FISSP

P	C	O
---	---	---

Comments: \_\_\_\_\_





Prospect Control Data Entry

Company Name: HARRIS. CORP.  
Contact Name: HERBERT N. McCADLEY  
Title: V.P. Mgt Info Systems  
Address: 1025 NASA Blvd  
City: Melbourne State: Fla Zip: 32919  
Area Code: 305 Phone: 727-9380

Revenue Size (Millions): \_\_\_\_\_

Account Status (Circle P = prospect C = Client O = Offer in process (proposal out))

<u>CSP</u>	P	C	O	<u>MAPS</u>	P	C	O
Large Systems	P	C	O	Info. Svc.	P	C	O
Small Systems	P	C	O	Process/Turk.	P	C	O
Office Systems	P	C	O	Softw/Prof.	P	C	O
Telecommuni.	P	C	O	Micro Sw/Svc	P	C	O
TPM	P	C	O	SRS	P	C	O
				Small Co. Prog.	P	C	O
<u>ISPS</u>				<u>CAMP</u>	P	C	O
Corporate	P	C	O				
Software	P	C	O	<u>FISSP</u>	P	C	O
End User	P	C	O				
Telecom.	P	C	O				

Comments: \_\_\_\_\_



Prospect Control Data Entry

Company Name: Georgia Power Company  
 Contact Name: PIERCE HEAD JR.  
 Title: Senior V. Pres Admin Services  
 Address: 333 Piedmont  
 City: Atlanta State: Ga Zip: 30302  
 Area Code: \_\_\_\_\_ Phone: \_\_\_\_\_

Revenue Size (Millions): \_\_\_\_\_

Account Status (Circle P = prospect C = Client O = Offer  
 in process  
 (proposal out))

CSP

Large Systems	P	C	O
Small Systems	P	C	O
Office Systems	P	C	O
Telecommuni.	P	C	O
TPM	P	C	O

ISPS

Corporate	P	C	O
Software	P	C	O
End User	P	C	O
Telecom.	P	C	O

MAPS

Info. Svc.	P	C	O
Process/Turk.	P	C	O
Softw/Prof.	P	C	O
Micro Sw/Svc	P	C	O
SRS	P	C	O
Small Co. Prog.	P	C	O

CAMP

P	C	O
---	---	---

FISSP

P	C	O
---	---	---

Comments: \_\_\_\_\_



Prospect Control Data Entry

Company Name: First Atlanta Corp.  
 Contact Name: Barry Lawson  
 Title: Group Vice Pres. - Data Services Div.  
 Address: 2400 Piedmont Rd N.E.  
 City: Atlanta State: Ga Zip: 30324  
 Area Code: 404 Phone: 231-7319

Revenue Size (Millions): \_\_\_\_\_

Account Status (Circle P = prospect C = Client O = Offer in process (proposal out))

CSP

Large Systems	P	C	O
Small Systems	P	C	O
Office Systems	P	C	O
Telecommuni.	P	C	O
TPM	P	C	O

ISPS

Corporate	P	C	O
Software	P	C	O
End User	P	C	O
Telecom.	P	C	O

MAPS

Info. Svc.	P	C	O
Process/Turnk.	P	C	O
Softw/Prof.	P	C	O
Micro Sw/Svc	P	C	O
SRS	P	C	O
Small Co. Prog.	P	C	O

CAMP

P	C	O
---	---	---

FISSP

P	C	O
---	---	---

Comments: \_\_\_\_\_



Prospect Control Data Entry

Company Name: Equitable Trust Co.  
 Contact Name: John MILTON  
 Title: VP - Information Processing Dept  
 Address: 11 E 20TH ST.  
 City: Baltimore State: MD Zip: 21218  
 Area Code: 301 Phone: 659-8771

Revenue Size (Millions): \_\_\_\_\_

Account Status (Circle P=prospect C=Client O=Offer  
 in process  
 (proposal out))

CSP

Large Systems	P	C	O
Small Systems	P	C	O
Office Systems	P	C	O
Telecommuni.	P	C	O
TPM	P	C	O

ISPS

Corporate	P	C	O
Software	P	C	O
End User	P	C	O
Telecom.	P	C	O

MAPS

Info. Svc.	P	C	O
Process/Twsk.	P	C	O
Softw/Prof.	P	C	O
Micro Sw/Svc	P	C	O
SRS	P	C	O
Small Co. Prog.	P	C	O

CAMP

P	C	O
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FISSP

P	C	O
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Comments: \_\_\_\_\_

